

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

559-4 Italy, Rosso Piceno, organic (B)

Distribution:	376 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-12-18
Deadline tender sample:	2026-01-20
Style and taste profile:	We are looking for a fruity and youthful red wine with hints of dark cherries, herbs and oak.

Product requirements:

Price to consumer (SEK):	99
Country of origin:	Italy
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g
Vintage:	2025
Available volume (liters):	36 000
Grape composition:	Must be stated.
Residual sugar (g/l):	Max 5
Designation of origin:	Rosso Piceno DOC
Method of aging:	The wine must be fully or partially aged in oak barrels for at least 2 months.
Other requirements:	The product must meet the existing criteria for organic wine according to current EU legislation. The producer must meet existing criteria for Equalitas, VIVA or SQNPI. On the packaging as well as in the offer stated producer must be a producer located in offered origin. Please observe that only one product per producer can be offered.

EXW finished product:	Up to 2,30 EUR / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	1,80	EUR	54%	2,30	EUR	58%
Logistics inbound	Europa	0,22	EUR	7%	0,22	EUR	6%
Logistics SE		0,63	EUR	19%	0,63	EUR	16%
Marketing		0,17	EUR	5%	0,20	EUR	5%
Contributive margin		0,50	EUR	15%	0,59	EUR	15%
Price to Systembolaget		3,31	EUR		3,91	EUR	
Systembolaget margin		0,96	EUR		1,04	EUR	
Alk Tax + VAT		3,48	EUR		3,65	EUR	
RSP		7,74	EUR		8,61	EUR	

* All mentioned EXW prices are indicative. Prices may vary depending on the exchange rate and the quality of the product. Reserved against misprints.